

Internet Publishing

Wide Area Information Servers, Inc

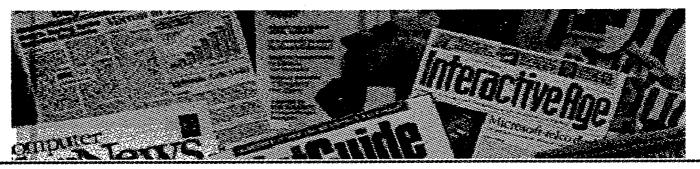


Brewster Kahle, President Internet World, Dec 1994



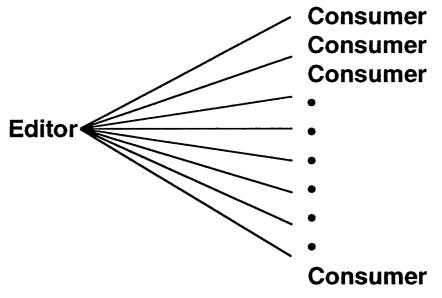
Publishing in Transition

- More publications
- Fewer readers per publication (avg.)
- New players (e.g. CNN, USA Today)
- New technologies: CD-ROM, On-line
- Consumers taking control by selection





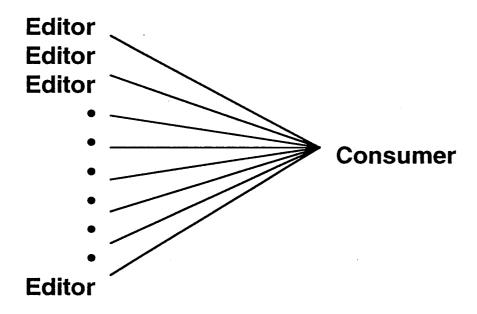
Publishing of Old: Push



- One to many
- Same for all
- Editors set schedules



Publishing Today: Consumer Pull



- Integrated access to multiple sources
- Personal preferences drives the flow
- Easy Delivery



Consumer's Demand... Ease of FIND

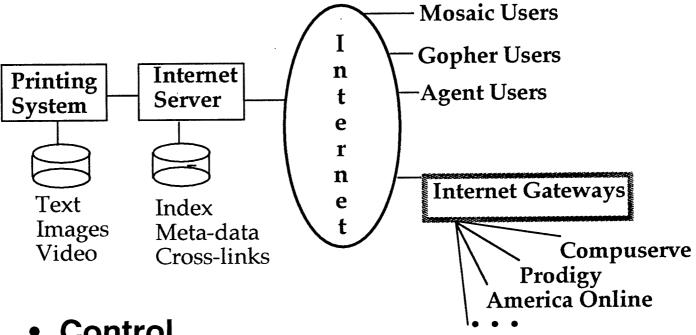
- Easy: Integrated delivery to their environment
- Fast: Integrated access to all relevant sources
- Relevant: high quality and on target



Why the Internet?

- Growth
- Architecture
- Momentum
- Users have Flipping the Equation:
 - Don't Push
 - This is about "Demand Pull"

Internet Publishing for the **Publisher**



- **Control**
- **Distribution**
- Advertising and Profits



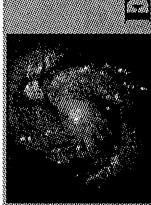
Internet Consuming: Towards Ease of "Find"

- Integrated Access to Personal/Corporate/ Published Information
- Personal Agents work on your behalf across sources
- Timely: When you want it



WAIS does this Now

- Server Technology
- Protocols for Integration and Agents
- Complete services for Publishers
- Technology Partners



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Stanford University (2,900 byrss)

oved cational institution of higher learning at Palo Alto Calif. U.S. The university his wife, lare (nee Lathrop), and was dedicated to their deceased only child. Leland, was founded in 1885 and opened in 1891 by ratinoad magnate Letand Stanford and Official name LELAND STANFORD JUNIOR UNIVERSITY private Ir, The doors . . .

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(b. March 9, 1824, Watervliet, N. Y., U.S.—d. June 21, 1893, Palo Alto, Calif.). American senator from California and one of the huilders of the first ${\sf U.S.}$ transcentinental railroad.

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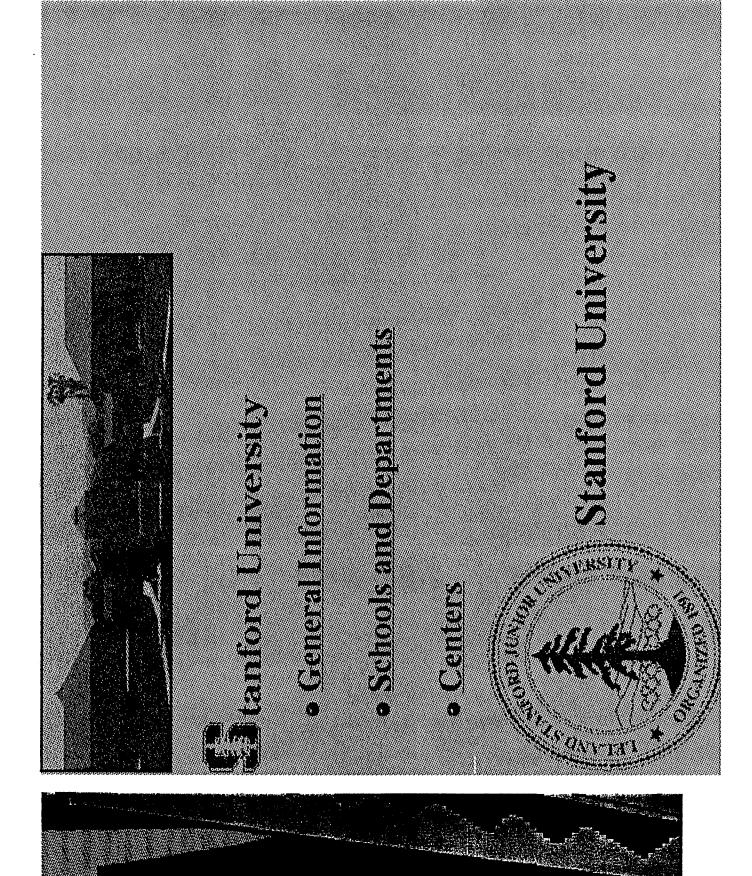
University, Palo Alto, Calif., U.S. SLAC is a centre for research in particle physics (the study of the fundamental constituents of matter), run by Stanford University hut used by physicists from across the United States and from other countries. It acronym of the Stanford Linear Accelerator Center, located at Stanford

Stanford University,

California mission architecture, being long and low with wide colonnades, open arches, and founded in 1885 and opened in 1891 by railroad magnate Leland [Index] Stanford and his esectivational Institution of higher learning at Palo Alto, Calif. U.S. The university was **\$21.000,000** The hulldings, conveived by Frederick Law <u>[Index]</u> Olinsted, the creator of wife, Jane (wee Lathron), and was dedicated to their deceased only child, Leland, In The doors were opened in 1891 to 559 students. The university campus consists largely of Central Park in New York City, are of soft buff sandstone in a style similar to the old Stanford: Sixmer Palo Alto form. The founders also established an endowment of official findex | name LELAND STANFORD JUNIOR UNIVERSITY private

study centres are maintained in Japan, Taiwan, and several other countries. The departments About half of its undergraduates shidy overseas at them for six-mouth periods. Advanced Stanford maintains branch campuses in France Italy, Germany, Austria, and England. of the university are organized into schools of law, medicine, education, engineering, business, earth sciences, and humanities and sciences.

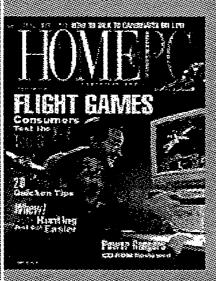
dealing with 20th-century international relations. The [Index] Stanford Linear Accelerator Center was established in 1961 when Congress appropriated \$114,000,000 for construction Hower Institution on War. Rewritton, and Peace, founded by Stanford alumnis Herbert Hower during World War I contains more than I 000.000 printed and manuscript items Commission. The Stanford Medical Center, completed on the campus in 1959 frow has In 1921 the Food Research Institute of Stanford University was organized. The https://doi.org/10.1007/10.000 on the campus of an accelerator 2 miles long under contract with the Atomic Energy more than 550 bets. The Hopkins Marine Station is maintained by the University at Pacific Grove on the Bay of Monterey





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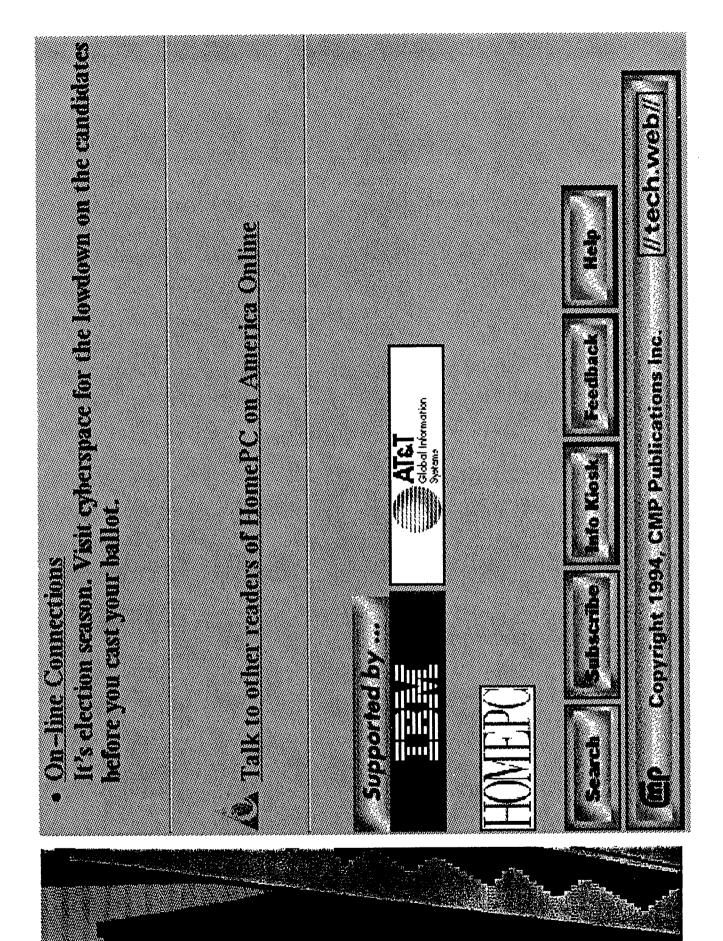
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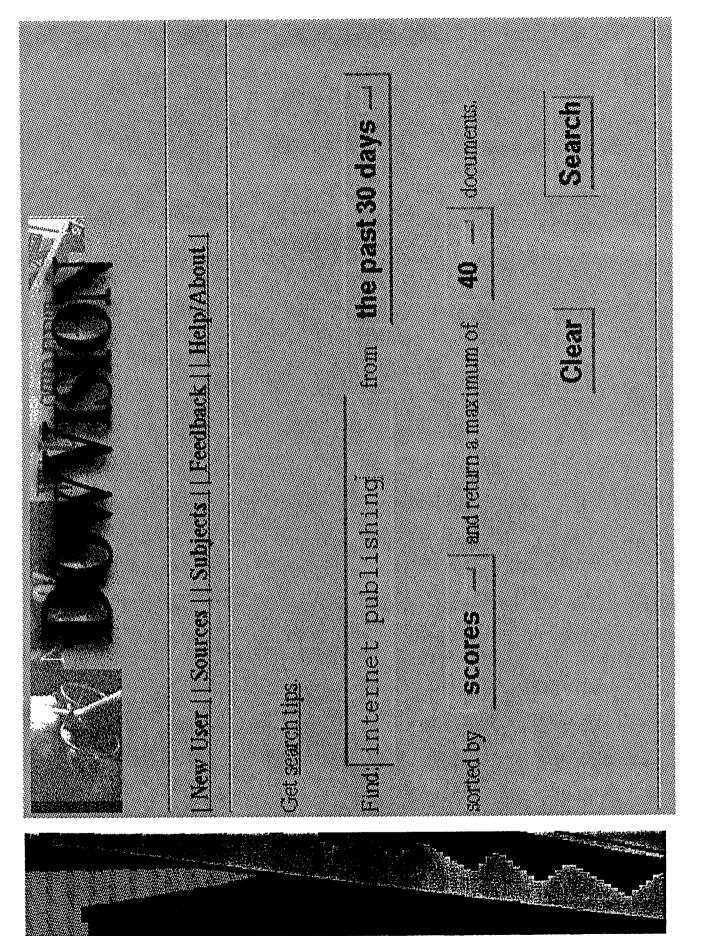
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Date: Oct 25, 1994, Words: 1120, Score: ******

nternet Express launches national service, company provides complete, reliable Internet aces, actabas cratheal World Wide Web

Date: Nov 10, 1994, Words: 651, Score: ******

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Relationship Positions Firms as the Leaders in Making

the Internet Work for Corporate Customers and Consumers

norporated launched the most commetensive set of corporate Internet offerings in the 701.11MBUS Obio Dec 1 /FRNewswire/ -- Comprehene Incorporated and SPRY. industry today as they announced a partnership that will deliver services that enable companies to achieve their specific business objectives by using the Internet

CompuServe Information Service, and SFRY, the leading developer of instant Internet SampuServe, which offers networking services for companies worldwide and the access software, also announced a business relationship that enhances network connectivity for users of SPR Y's **Intern**et in a Box(TM) t. UNITAL T. FIERE FEIG. IMOTMATOR Services LIWISION 614-538-4571. OF AMIY BOYET. Verwork Service Division, 614-789-3351, both of CompuServe Incorporated, or Andrew Kantor of Mecklermedia 203-226-6967 or Dearna Leung of SPRY. Inc., 206-442-8231, or e-mail. Deamagapry.com/

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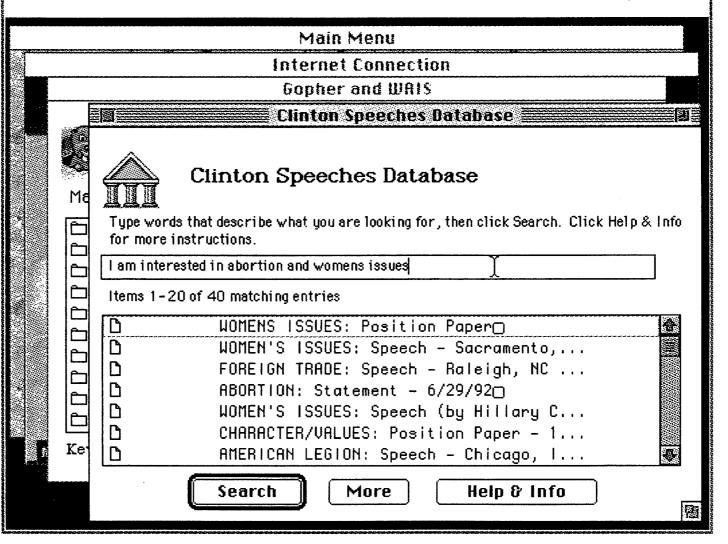
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GLOBAL MARKETS: STILL UNGAINLY, SWEDEN HOLDS PROMISE

GOVERNMENT SAYS IT WILL BAN WEARING OF HEAD SCARVES IN PUBLIC

IN ARGENTINA, A NEW SECURITY APPARATUS
RESURRECTS OLD FEARS



Internet Consumer's Credo

Relevant (What I want)

• Easy (How I want it)

Fast (When I want it)



Internet Publishers' Response

- Move with the Technology
- Watch your Jewels
- Partner Well
- Do it now

